

PRESS RELEASE

GI advice made easy through Paymentshield integration with The Key

UK, OCTOBER 25, 2018: Mortgage advisers can now gain instant access to a comprehensive range of general insurance quotes for their clients following a unique systems integration with Paymentshield and The Key.

The integration means that all direct users of The Key – Mortgage Brain's POS, CRM and compliance system - can now provide their clients with general insurance quotes from Paymentshield as part of their initial mortgage advice and sales process.

Designed to make the sale of GI a seamless part of the digital customer advice process, the unique systems integration will – following an initial set up and login process – automatically pre-populate client data completed in The Key's Fact Find for faster quote generation.

Emma Green, Head of Sales, at Paymentshield, comments, "We want to make GI discussions as easy as possible whenever an adviser speaks to a client about their mortgage and we're confident that the integration with The Key will do just that. With the ongoing rise in digital advice solutions we remain firmly focused on harnessing the latest technology to support GI conversations and we're delighted to be partnering with a technology leader like Mortgage Brain.

"This integration is part of a number of recent developments; including the launch of our Adviser Hub and Quick Quote tool we've been working on to make it easier than ever for advisers to trade with us and make the most of every opportunity."

More/...



- 2 -

Mark Lofthouse, CEO of Mortgage Brain, adds, "General insurance is an integral part of the advice process and with The Key's seamless integration with the PaymentsShield platform, the process can now be conducted quickly and efficiently as part of the digital mortgage advice and sale process."

Used by thousands of mortgage advisers to support the sale of mortgages, insurance, life, loans and other products, The Key has been developed to offer a more customer-centric digital advice journey.

The Key's Client Portal, which can be accessed 24/7 via a computer, tablet or smartphone, features an online customer Fact Find complimented with secure document and messaging capability, which can save up to an hour in the information gathering process, and is fully GDPR compliant.

- Ends -

ABOUT MORTGAGE BRAIN LIMITED:

- [Mortgage Brain](#) is an expert in technology and software solutions proactively supporting Lenders, Networks, Corporates and Intermediary Mortgage Advisers.
- Its integrated product suite includes;
 - First and Second charge, whole of market, online and desktop mortgage sourcing systems [MortgageBrain Classic](#) and [MortgageBrain Anywhere](#)
 - Standalone second charge sourcing website [LoansBrain](#)
 - Case tracking and quoting comparison portal [ConveyancingBrain](#)
 - Point-of-sale, CRM and compliance system with online client portal [the Key](#)
 - The multi-lender digital gateway, mortgage application platform, accounting for 60% of UK Lending [MTE, Mortgage Trading Exchange](#)
 - Websites, calculators, plugins [MortgageBrain B2C](#)
 - Lead Generation Suite for Advisers, including consumer facing app, website and Amazon Echo Skill [UKMortgages](#)
 - Data Analysis & Lending Solutions.
- Mortgage Brain has over 22,000 users of its products and services and is a Microsoft Gold Certified Partner.
- Industry awards include 4 times winner 'Best Technology Provider' at the Mortgage Strategy Awards, winner of the Best Sourcing System at the Financial Reporter Awards and 4 times winner of the 'Technology Advocate of the Year' at the British Mortgage Awards.
- Mortgage Brain Holdings Limited, formed in 1986, is jointly owned by Barclays, Lloyds Banking Group, Nationwide, Royal Bank of Scotland, Santander & Virgin Money.

More/...



- 3 -

FOR FURTHER PRESS INFORMATION, PLEASE CONTACT:

Damion Clark at the Mortgage Brain Press Office. **Tel:** 07789 911314 or 01353 667934

Email: damion@realpublicrelations.com

FOR ALL OTHER ENQUIRIES, PLEASE CONTACT:

Mark Lofthouse, CEO of Mortgage Brain. **Tel:** 07776 143 056 or 01527 557203

Email: mark.lofthouse@mortgage-brain.co.uk

